

Maryland Medicaid Dental Benefits Administrator
OPASS 16-14344
eMM #MDM0031018935

Vendor Comment/Question Received 3/25/15:

I certainly understand that I'm asking questions after the February 19th deadline, and further acknowledge DHMH might not be able to answer by the time of RFP submission. However, Scion Dental would like to pose one more question in red.

Given we do not have a dental network in the State of Maryland because we hadn't contracted any MCO's for their value-added Medicaid benefit for adults, and the incumbent does have a compliant network.....when DHMH is scoring the RFP – will the incumbent automatically and artificially receive a higher score in the network section because of its DentaQuest of Maryland network versus the incumbents not having one in the State?

We are simply wondering if the incumbent/DentaQuest will have a higher score for certain sections (network, etc.) right from the start of the RFP bid, because they have been DHMH's dental vendor for the past 5-6 years. Conversely, will the new bidders lose points for things such as not having a network, Provider Manuals (which the incumbent has that is easy to replicate), etc. – which can/would be put in place if awarded the Dental Benefits Administrator Agreement/Contract.

DHMH Response:

February 19th is not the deadline for submission of questions. The RFP states in Subsection 1.9 that *"Questions are requested to be submitted at least five (5) days prior to the Proposal due date"*.

The incumbent will not automatically or artificially receive a higher score on any portion of its proposal. Scoring will be solely based on the proposal content vs. the evaluation criteria (refer to RFP, Section 5.2 – Technical Proposal Evaluation Criteria). Furthermore, the provider file is the property of DHMH and will be presented to the winning Offeror.